

Message Text

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PAGE 01 KABUL 02890 170453Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----043401 170457Z /15

R 170318Z APR 78
FM AMEMBASSY KABUL
TO USDOC WASHDC
INFO SECSTATE WASHDC 7410

UNCLAS KABUL 2890

E.O. 11652: N/A
TAGS: BTIO, AF
SUBJBV TRADE OPPORTUNITY: BREWERIES AND WINERIES

1. YUNUS RAFIQ, PRESIDENT OF THE PRIVATE INVESTMENT DEPARTMENT IN THE MINISTRY OF PLANNING, HAS INFORMED THE EMBASSY THAT THE GOVERNMENT OF AFGHANISTAN (GOA) IS SEEKING FOREIGN ENTREPRENEURS/INVESTORS FOR JOINT PARTICIPATION IN THE CONSTRUCTION AND OPERATION OF THREE BREWERIES AND THREE WINERIES IN AFGHANISTAN. THE BREWERIES AND THE WINERIES WOULD BE SEPARATE OPERATIONS. THE PRIVATE INVESTMENT COMMISSION WILL BE FLEXIBLE, RAFIQ SAID, IN CONSIDERING PROPOSALS, AND THE DECISION ON WHETHER TO AWARD ONE, TWO OR ALL THREE PROJECTS IN EACH OF THE TWO CATEGORIES TO ONE OR MORE FOREIGN PARTICIPANTS WILL PROBABLY BE BASED UPON THE PROPOSALS SUBMITTED.

2. FOREIGN OWNERSHIP UNDER THE AFGHAN INVESTMENT LAWS IS LIMITED TO 49 PERCENT. HOWEVER, OPERATIONAL CONTROL OF THE ENTERPRISE WOULD BE GUARANTEED TO THE FOREIGN PARTICIPANT FOR THE FIRST FIVE YEARS OF OPERATION. RAFIQ ASSURED EMBASSY THAT THE NECESSARY 51 PERCENT FINANCING BY INTERESTED AFGHAN INVESTORS (IN FOREIGN CURRENCIES) IS ALREADY AVAILABLE. WHILE THE SIZE OF THE OPERATIONS SHOULD BE DETERMINED IN CONSULTATIONS BETWEEN THE AFGHAN AND FOREIGN
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PARTNERS AND THE PRIVATE INVESTMENT COMMISSION, THE EMBASSY ASSUMES THE MACHINERY COSTS (BUT NOT CONSTRUCTION, SALARIES, TRANSPORTATION EQUIPMENT, ETC.) WOULD HAVE A MAXIMUM LIMIT OF DOLLARS 250,000 DUE TO THE LIMITATIONS INCLUDED IN THE INVESTMENT LAWS. (PROJECTS LARGER THAN THIS ARE RESERVED FOR THE PUBLIC SECTOR.)

3. THE AFGHAN DOMESTIC MARKET FOR BEER AND WINE IS LIMITED BUT WITH GROWTH POTENTIAL. A SINGLE SMALL WINERY IS PRESENTLY OPERATING IN KABUL UNDER ITALIAN DIRECTION; THERE ARE NO BREWERIES. RAFIQ IS THINKING IN TERMS OF COMBINING DOMESTIC SALES WITH EXPORTS TO IRAN AND THE SOVIET UNION. INDIGENOUS MATERIALS FOR BEER ARE READILY AVAILABLE, AND AFGHANISTAN PRODUCES SOME EXCELLENT GRAPES. PRODUCTION WOULD LIKELY IMPROVE WITH INPUTS OF TECHNICAL ASSISTANCE.

4. THE EMBASSY BELIEVES THERE IS SOME POTENTIAL FOR U. S. PARTICIPATION IN BOTH THE WINE AND THE BEER INDUSTRY IN AFGHANISTAN IF, AS RAFIQ SAYS, THE GOA GOES AHEAD IN THESE AREAS. WE SUGGEST THAT USDOC DIRECTLY INFORM POTENTIAL PARTICIPANTS OF THESE OPPORTUNITIES, AND ADVISE THEM TO CONTACT RAFIQ DIRECTLY:

MR. YUNUS RAFIQ
PRESIDENT, PRIVATE INVESTMENT DEPARTMENT
MINISTRY OF PLANNING
KABUL, AFGHANISTAN.

RAFIQ INDICATED THAT HE HAS ALREADY RECEIVED
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EXPRESSIONS OF INTEREST FROM EUROPEAN AND JAPANESE FIRMS, AND HE WOULD LIKE TO SEE REPRESENTATIVES OF INTERESTED AMERICAN COMPANIES AS SOON AS POSSIBLE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978KABUL02890
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780163-1064
Format: TEL
From: KABUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780450/aaaabqhd.tel
Line Count: 98
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 2bf927ad-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2949407
Secure: OPEN
Status: NATIVE
Subject: BV TRADE OPPORTUNITY: BREWERIES AND WINERIES
TAGS: BTIO, AF
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/2bf927ad-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014